



# Successful HBCUs/MSIs in the Government Contracting Arena 2017

# HBCUs/MSIs

- Engage local and regional aerospace primes and small businesses that work with the federal government
- Understand the current work that your school and/or faculty is doing to support NASA
- Tailor your college of engineering and/or science presentations to the contractor that is showing an interest in your school
- Host visits with contractors to include tours, presentations, and incorporate how this relationship will be mutually beneficial
- Celebrate the relationship and publicly thank NASA, prime contractor, and small business partner(s)
- Assign a POC that has the authority to commit resources and expertise to successfully manage the project

# Prime Contractors

- Utilize your small business partners to identify and develop relationships with HBCU/MSIs
- Articulate to the HBCU/MSIs the expertise that you are seeking and the process for selection
- Expend the time and resources to visit the HBCU/MSIs
- Invite HBCU/MSIs to your facilities
- Think outside of the box
- Establish a long term partnership
- Open doors to other parts of the corporation
- Schedule face to face meetings at least twice a year



# Additional Thoughts

- Establish expectations early
- Do your homework
- Ensure that infrastructure is in-place
- Cost is key
- Think long term – first project/program must be successful
- Share accomplishments